

REAL ESTATE AND Home Improvement NEWS

Torrance Realtor First To Qualify for VA Loan

A Torrance realtor is the first veteran to qualify for a highly-favorable Cal-Vet loan in New Horizons," reports Lee Schieffelbein sales director.

The former California serviceman is Robert J. Grettenberg.



ROBERT H. GRETTEBERG First to Qualify

berg and his wife, Virginia, owners of Grett Realty in Torrance.

The couple recently sold their home in Inglewood and applied for a 23-year loan under the attractive interest rate of 3 1/2 per cent from the California Veteran Administration. The Grettenbergs were granted the maximum loan of \$15,000 and thus became the first California veteran family to purchase a New Horizons home under state financing.

THE GRETTEBERGS selected New Horizons as their busy schedule leaves them only a limited amount of free time. The couple decided to

Area Firm Wins Medal For Office

Power Engineering and Equipment Co., is now operating out of its new all-electric headquarters at 1826 V. 213th St.

The single-story structure, which contains offices and warehouse facilities, has met the standards for Southern California Edison Co.'s "All-Electric Building Award."

Charles Lever, owner of the company, received the special award plaque from an Edison representative.

OFFICE SPACE in the new structure, which takes up 1,650 square feet, is conditioned all year 'round through the use of electric heat pumps which automatically warm and cool rooms to maintain a preset temperature.

Lighting meets standards set by the Illuminating Engineering Society.

Power Engineering and Equipment Co., Inc., manufactures electrical switches, and provides complete engineering and design facilities for flow control and sealing problems.

Bureau Seeks Teenage Aid

The Harbor-South Bay Volunteer Bureau has openings for teenage girls, 16 to 18, to assist with supervision of pre-school children several hours daily. Volunteers are needed also in the office to file and type.

Mrs. Arthur Turner, executive director of the bureau, may be contacted Monday, Wednesday, or Friday mornings at TE 3-5227.

take advantage of what leisure time they had by selecting a deluxe two-bedroom home in the unique condominium development by builder Ray Watt.

Complaining that yard work and home maintenance robbed him of the time to enjoy his favorite leisure time activity, golf, Grettenberg favored New Horizons because all the time-consuming gardening chores and all exterior painting needs are provided for residents of the condominium community of fine homes.

Mrs. Grettenberg enjoys having more time to pursue the many leisure time women's activities provided residents of the all-adult community.

ANOTHER reason attracting the Grettenbergs was that New Horizons, located on Sepulveda Boulevard between Hawthorne Avenue and Crenshaw Boulevard, is close to their real estate office in Torrance.

Prospective residents interested in sharing the Grettenbergs' "new way of life" are invited to visit the four attractively furnished model homes.

All models are open from 9 a.m. until dark daily. The telephone is 325-6161.

Seminar on Industrial Gas Slated

"Industrial Gas Combustion" themes a seminar to be presented by John Sellers of Pyronics, Inc., at the Southern California Gas Co. Compton Office, 1401 E. Elm St. on Thursday.

Meeting is scheduled to start at 9 a.m. and end at approximately 4:30 p.m. with luncheon served on the premises.

Purpose of the seminar is to provide industrial people and operating people of industrial customers practical combustion information.

Seminar will be presented in seven chapters covering combustion fundamentals, orifice and venturi operation; proportional mixers; burners, nozzles and tips; nozzle-mixing burners; and combustion air.

Key Club Names New President

Truman Coggins, student body president at Narbonne High School, has been elected president of the Narbonne Key Club. Key Club is sponsored by the Kiwanis International.

Jim Kenyon, past president of the Spuires service club, is the new vice president.

Ken Hamada and Frank Iturri will serve as secretary and treasurer, while Jim Wessel become sergeant-at-arms.

Tom Tower of Narbonne High assumes the duties of lieutenant governor of District 19 for the Key Clubs, an office formerly held by Larry McGuffin of Narbonne High.

The Key Club plans to hold a car wash this summer to raise funds for boys attending the International convention. The boys will visit Washington, D. C., and the New York World's Fair during their trip to the east.

New members of the club include Mark Bailey, Ron Chandler, Dan Deathridge, Joe Donigan, Barry Gonzalez, Karl Keeney, Steve MacArthur, Shawn McAniels, Vince Rivers, and Ralph Wilson.

In England, cotton was first used for candle wicks.

Speakers Announced for Real Estate Conference

Lecture speakers at the seventh annual conference on Real Estate Office Administration, sponsored by the California Real Estate Association (CREA), have been announced by Don Roberts of Whittier, conference chairman.

The educational meeting is scheduled for July 19 and 20 in Los Angeles, and July 22 and 23 in San Francisco.

Roberts said the two-day meeting will feature six experts on various phases of real estate brokerage office operation. The first day, "Budgeting the Real Estate Brokers' Company Dollar" will be the subject of a lecture by Barry Adams, Realtor of Castro Valley, California, who will consider such budget items as salaries, telephone, and general business expense.

THE WORKSHOP session will follow.

Dr. William Himstreet, associate dean of the School of Business Administration, University of Southern California, will address the group at luncheon the first day on "Communications — Way to Good Broker-Salesman Relations." Dr. Himstreet is recognized as one of the nation's

top authorities on techniques in communications, Roberts said.

In the afternoon, Richard Van Valer, a realtor from San Jose, is scheduled to go into procedures and goals to "Increase Profits Through Better Control of Listings." His lecture will be followed by a workshop session to explore such factors as listing inventory and follow-through.

Tom Cameron, real estate editor of the Los Angeles Times, will open the morning session of the second day with a talk on "How to Obtain Real Estate Newspaper Publicity." He will discuss

news values and the proper method of preparing news stories.

SUPPLEMENTING his lecture, Frank Hart, executive vice president of Walker and Lee, realtors from Anaheim, will go into the techniques of advertising as it affects real estate with a lecture on "How to Get Your Money's Worth from Your Classified Advertising."

Following the two lectures, a joint workshop will give attendees an opportunity to go deeper into the subjects.

The final lecture will be by Bob Paul, Realtor of Burbank,

who will discuss recruiting, training and managing real estate salesmen during his session, "Working with Salesmen."

GI Home Loan Applications

Show Increase

An increase of GI Home Loan Applications from 1,750 in May to 2,203 in June was reported by Mort Webster, manager of the Southern California Veterans Administration.

Appraisal requests for new homes decreased from 1,655 in May to 1,490 in June and appraisal requests for existing homes increased from 2,081 in May to 2,317 in June.

There is evidence weaving was known in the Stone Age.



New Horizons— where people work at their leisure.

New Horizons-South Bay residents work at having fun — and they enjoy this kind of work every day of the year! Choose one you like, or choose 'em all — golfing, swimming, dancing, ceramics, woodworking, painting, sewing, bridge, billiards, drama, tennis or many other planned activities.

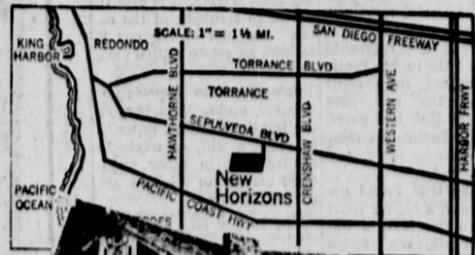
Residents of New Horizons have time to enjoy life in their country club atmosphere because most of the tedious chores usually associated with home ownership are done for them — lawn mowing, watering, weeding, landscaping and exterior painting. Why not see for yourself, TODAY?

To maintain the adult atmosphere of New Horizons, one spouse or single persons must be at least 35, and no children under 18 may become permanent residents.

NEW HORIZONS SOUTH BAY

Beautiful 2 or 3-bedroom, 2-bath garden homes **\$19,995** From

*A monthly maintenance fee, assessed by the elected Board of Governors, provides for the maintenance of all the recreation facilities, for gardening and exterior painting. New Horizons is a development of Nubia Land Co., 2227 Maple Avenue, Torrance; Ray Watt, President.



DRIVING INSTRUCTIONS: The Complete Adult Recreation and Garden Home Community is located on Sepulveda Boulevard between Crenshaw and Hawthorne Boulevards in Torrance. Sales office open 9 a.m. 'til dark daily. Telephone 325-6161.

